

Message Text

UNCLASSIFIED

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FOR: BIC/OIM TRAFTON

E.O. 11652: N/A

TAGS: BEXP, BFOL, SW

SUBJECT: MASSA CORP. - E.A. ROSENGREN RELATIONS

REF: TRAFTON/STADTLER TELECON RE MASSA CORP.

1. SUNE ECKERSTRAND, MANAGER OF THE SYSTEMS DEPT. OF E.A. ROSENGREN AB, INFORMED US THAT THE FIRM HAD BOUGHT SOME ULTRASONIC VOLUMETRIC DEVICES FROM MASSA CORP. LAST YEAR WITH THE INTENTION OF TESTING THE EQUIPMENT AND SURVEYING THE MARKET FOR THIS TYPE OF BURGLAR ALARM SYSTEM. IN THE MEANTIME, HOWEVER, THE FIRM RECEIVED OTHER BUSINESS OPPORTUNITIES, WHICH THE FIRM GAVE PRIORITY.

2. MR. ECKERSTRAND BELIEVES THAT THE TESTING OF THE MASSA PRODUCTS CANNOT BE CONTINUED UNTIL APPROXIMATELY SIX MONTHS FROM NOW - AT THE EARLIEST. HE MENTIONED THAT THE COMPETITION AMONG ALARM SYSTEMS IN SWEDEN IS RATHER KEEN. THERE HAVE BEEN SOME PROBLEMS WITH SYSTEMS SIMILAR TO MASSA'S BECAUSE THEY HAVE REACTED TO VERY SLIGHT MOVEMENTS OF AIR, CAUSING FALSE ALARMS. FURTHERMORE, SOME PEOPLE IN SWEDEN HAVE SHOWN TO BE VERY SENSITIVE TO THE ULTRASONIC SOUND THESE SYSTEMS USE. THE ROSENGREN FIRM THEREFORE WANTS TO TEST THE EQUIPMENT VERY CAREFULLY BEFORE TRYING TO MARKET IT.
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